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Resale Leaders Report for 1987
That Was The Year That Was — 1986
. . . and the BUYER$ GUIDE

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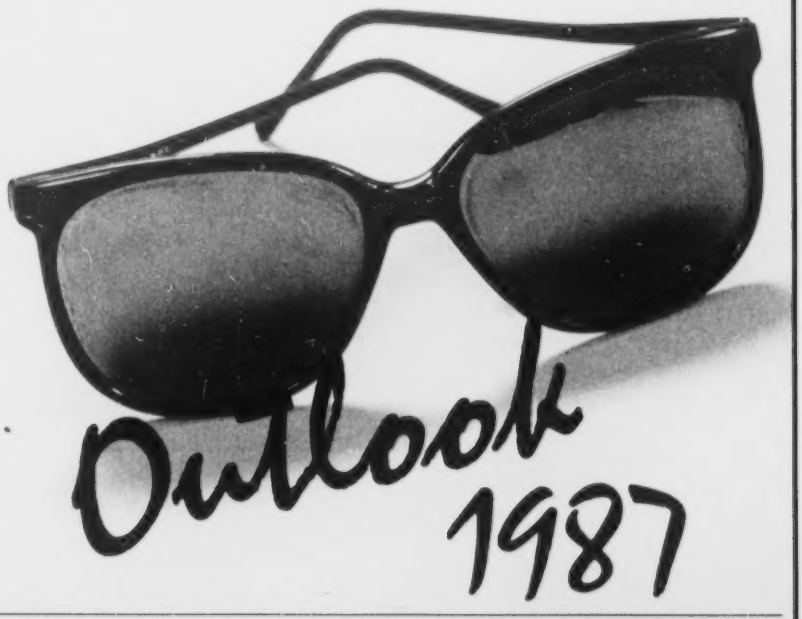

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serving the military resale system

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COMMISSARIES

		SEPTEMBER			YEAR TO DATE		
		CY'86	CY'85	% CHANGE	CY'86	CY'85	% CHANGE
	CONUS	$147,195	$138,046	6.63	$1,393,749	$1,384,067	0.70
	OVERSEAS	28,922	25,567	13.12	269,153	233,696	15.17
AIR FORCE	TOTAL	**176,117**	**163,613**	**7.64**	**1,662,902**	**1,617,763**	**2.79**
	CONUS	103,740	96,915	7.04	980,910	955,605	2.65
	OVERSEAS	35,070	26,355	33.07	318,360	276,465	15.15
ARMY	TOTAL	**138,810**	**123,270**	**12.61**	**1,299,270**	**1,232,070**	**5.45**
	CONUS	69,428	71,944	-3.50	561,144	566,761	-0.99
	OVERSEAS	8,024	7,954	0.88	64,677	62,949	2.75
NAVY	TOTAL	**77,452**	**79,898**	**-3.06**	**625,821**	**629,710**	**-0.62**
	CONUS	11,932	12,929	-7.71	123,871	125,910	-1.62
	OVERSEAS	233	283	-17.67	2,347	2,247	4.45
MARINE CORPS	TOTAL	**12,165**	**13,212**	**-7.92**	**126,218**	**128,157**	**-1.51**
	CONUS	219	249	-12.05	2,289	2,352	-2.68
	OVERSEAS	319	326	-2.15	2,625	2,651	-0.98
COAST GUARD	TOTAL	**538**	**575**	**-6.43**	**4,914**	**5,003**	**-1.78**
	CONUS	$332,514	$320,083	3.88	$3,061,963	$3,034,695	0.90
ALL	OVERSEAS	$72,568	$60,485	19.98	$657,162	$578,008	13.69
COMMISSARIES	TOTAL	**$405,082**	**$380,568**	**6.44**	**$3,719,125**	**$3,612,703**	**2.95**
GROCERY STORES	U.S.[1]	$22.127	$21.515	2.84	$205.462	$196.966	4.31

EXCHANGES

		SEPTEMBER			YEAR TO DATE		
		CY'86	CY'85	% CHANGE	CY'86	CY'85	% CHANGE
	CONUS	$240,158	$240,082	0.03	$2,139,888	$2,113,156	1.27
	OVERSEAS	172,498	158,372	8.92	1,501,164	1,373,563	9.29
AAFES	TOTAL	**412,656**	**398,454**	**3.56**	**3,641,052**	**3,486,719**	**4.42**
	CONUS[2]	91,075	88,493	2.92	776,921	776,944	0.00
	OVERSEAS[2]	41,976	36,289	15.67	342,320	324,948	5.35
NAVY	TOTAL[2]	**133,051**	**124,782**	**6.63**	**1,119,241**	**1,101,892**	**1.57**
	CONUS	28,314	28,957	-2.22	250,375	255,811	-2.13
	OVERSEAS	5,131	4,863	5.51	43,693	43,799	-0.24
MARINE CORPS	TOTAL	**33,445**	**33,820**	**-1.11**	**294,068**	**299,610**	**-1.85**
	CONUS[3]	6,905	6,839	0.97	60,633	59,554	1.81
	OVERSEAS[3]	514	495	3.84	4,515	4,552	-0.81
COAST GUARD	TOTAL[3]	**7,419**	**7,334**	**1.16**	**65,148**	**64,106**	**1.63**
	CONUS[4]	908	853	6.45	10,903	9,718	12.19
	OVERSEAS[4]	2,323	3,009	-22.80	27,488	27,710	-0.80
MAIL ORDER	TOTAL[4]	**3,231**	**3,862**	**-16.36**	**38,391**	**37,428**	**2.57**
	CONUS	$367,360	$365,224	0.58	$3,238,720	$3,215,183	0.73
	OVERSEAS	$222,442	$203,028	9.56	$1,919,180	$1,774,572	8.15
ALL EXCHANGES	TOTAL	**$589,802**	**$568,252**	**3.79**	**$5,157,900**	**$4,989,755**	**3.37**
DEPARTMENT STORES	U.S.[1]	$10.871	$10.154	7.06	$93.799	$88.715	5.73

1) SOURCE: U.S. Department of Commerce. 2) Does not include sales of ship stores. 3) MM estimate, based on official data. 4) Includes consolidated sales for all services, including Coast Guard. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in millions (add 000), except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume.